IMPORT SALES BY NAMEPLATE

	Feb., 1984	Feb., 1983	2 Mos., 1984	2 Mos., 1983
Alfa Romeo	210	157	368	289
Audi	5,432	2,904	10,662	5,642
4000	1,158	822	2,264	1,571
4000d	.....	176	.....	362
5000/S	3,172	915	5,836	1,894
5000d/td	.....	489	.....	795
5000 S turbo gas	491	207	1,304	417
Coupe	282	252	570	532
Quattro	6	33	13	104
400 S Quattro	323	.....	681	.....
Tourist	.....	10	.....	17
BMW	5,242	4,168	9,505	7,900
318/320	3,283	2,577	5,917	4,966
528/533	1,084	1,067	1,887	1,926
633	208	167	439	335
733	667	357	1,262	673
Chrysler/Mitsubishi	6,587	7,185	15,847	11,267
Colt	4,993	5,051	12,080	7,367
Conquest/Sapporo/Challenger	776	2,134	1,585	3,900
Vista	818	.....	2,182	.....
Fiat	.....	527	.....	976
Strada	.....	61	.....	137
Brava	.....	20	.....	42
X-1/9	.....	149	.....	247
Spider 2000	.....	297	.....	550
Honda	31,988	28,033	67,250	58,458
Civic	10,958	11,714	22,301	25,375
Civic CRX	2,915	.....	7,034	.....
Accord	12,378	16,238	25,914	32,724
Prelude	5,737	81	12,001	359
Isuzu	1,453	999	2,392	2,645
I-Mark	431	999	776	2,645
Impulse	1,022	.....	1,616	.....
Jaguar	1,030	826	2,085	1,517
XJ6	917	688	1,830	1,271
XJS	113	138	255	246
Lancia	.....	53	.....	145
Mazda	12,259	13,805	25,494	27,287
GLC	3,167	3,705	6,406	7,096
626	5,182	5,573	10,651	12,052
RX-7	3,910	4,527	8,437	8,139
Mercedes-Benz	6,256	5,075	12,637	9,095
190D	629	.....	1,459	.....
190E	1,048	.....	1,799	.....
240D	5	945	13	1,698
300D	1,341	1,363	2,616	2,448
300CD	111	115	232	240
300TD	195	199	441	378
300SD	1,283	1,190	2,606	2,046
380SE	473	.....	945	.....
500/380SEL	307	417	697	779
380SL/SLC	728	711	1,519	1,229
500/380SEC	136	135	310	240
Mitsubishi	3,250	2,590	6,583	3,869
Starion	670	434	1,284	722
Cordia	1,329	1,143	2,705	1,668
Tredia	1,251	1,013	2,594	1,479
Nissan	35,056	45,594	72,092	86,510
210	.....	112	.....	242
Sentra	14,164	19,170	31,148	37,211
310	.....	578	1	1,224
Pulsar	2,308	4,921	5,753	9,727
Stanza	3,477	5,266	8,141	9,463
Maxima	4,209	5,133	9,289	10,241
200SX	4,395	3,991	4,538	6,957
300ZX/280ZX	6,069	6,001	12,285	10,767
Hawaii	434	422	937	678
Peugeot	1,507	1,061	3,019	2,111
Tourist Sedan	(16)	(11)	(67)	(21)
Porsche	2,027	1,325	3,952	2,962
944	1,262	564	2,542	1,499
911SC/Cabriolet	533	475	994	871
928	232	254	416	532
Tourist	.....	32	.....	60
Renault	821	1,718	2,132	3,508
LeCar	.....	732	.....	1,441
18i Sportwagon	99	214	203	418
Fuego	722	772	1,929	1,649
Saab	2,428	1,684	5,136	3,755
900	677	439	1,394	932
900S	676	415	1,434	896
Turbo	1,042	817	2,192	1,888
Tourist	33	13	116	40
Subaru	13,424	12,011	26,784	24,259
Toyota	39,879	41,842	79,871	84,449
Starlet	140	976	250	2,199
Corolla	11,092	11,028	23,002	22,609
Tercel	7,596	13,547	15,377	27,869
Celica	6,585	9,027	12,985	18,015
Supra	2,090	2,677	4,268	5,317
Camry	5,795	496	11,124	496
Corona	.....	5	.....	10
Cressida	2,762	3,117	5,401	6,179
Land Cruiser	202	551	.....	925
VanWagon	2,862	.....	5,565	.....
Hawaii	755	418	1,697	830
Other	.....	.....	.....	.....
Volkswagen	9,265	7,147	17,689	12,604
Rabbit Convertible	786	957	1,544	1,624
Jetta	3,789	1,581	7,848	3,044
Vanagon	1,587	1,295	3,050	2,318
Quantum	1,297	1,655	2,528	2,801
Scirocco	1,806	1,652	2,719	2,810
Volvo	8,104	6,405	17,496	14,666
DL	3,919	3,289	8,447	7,552
GL	2,205	1,333	4,647	2,965
GLT/Turbo	849	881	2,000	2,093
GLE	.....	42	.....	136
GL/DL Diesel	298	455	633	1,100
Coupe	.....	3	.....	4
760 (gas)	423	199	973	291
760 TurboDiesel	265	131	555	296
Tourist	145	72	241	229
TOTAL	186,218	185,109	381,347	363,914

To generate funds for his defense

DeLorean gets OK to sell ranch

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES. — U. S. District Judge Robert M. Takasugi last week granted John Z. DeLorean permission to sell or mortgage his 48-acre San Diego County ranch to generate funds for his defense in a drug-trafficking case here.

Attorneys Howard Weitzman and Donald Re argued that DeLorean has been unable to pay them for eight months and that both men have used more than $300,000 of their own money to defray defense expenses.

They also told the judge that DeLorean's personal cash flow is negligible since his assets, which include Logan Manufacturing, a New York co-op and a New Jersey estate, are tied up in bankruptcy proceedings against the defunct DeLorean Motor Co. in Detroit.

DeLorean's ranch had been posted as $2.5 million security against $5 million bail — the balance secured by the former auto maker's signature on an appearance bond.

As a result, DeLorean's bail is unsecured, although Takasugi ruled that once DeLorean obtains money from the sale or refinancing of the property, some of that cash must be used as bail security.

However, Sheldon Toll, who has been representing the trustee appointed by the Detroit bankruptcy court, told a local paper that he intends to move to obtain some of the proceeds from the Pauma Valley ranch for the trustee.

Jury selection in the cocaine-trafficking case against DeLorean continued last week and is expected to continue another week before the trial can begin.

Toll-free Fiat number to help parts operation

HASBROUCK HEIGHTS, N.J. —Fiat Motors of North America has a new toll-free number — (800) 447-4700 — to improve communications between the company, its authorized parts and service centers and the service trade.

FMNA maintains a network of 280 parts and service centers to support the 400,000-plus Fiat and Lancia cars in operation in the U. S.

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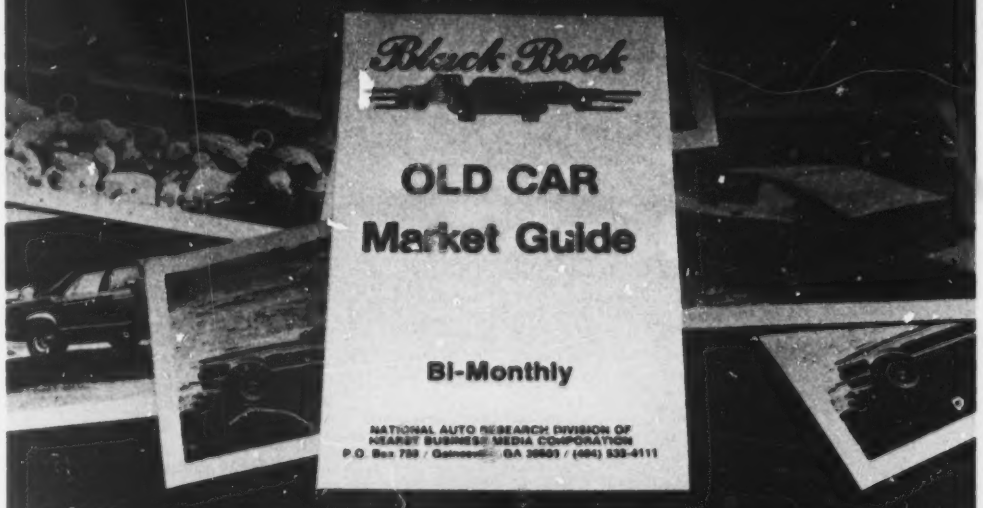

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Four weeks ahead of 1983

Two-millionth auto of year built

By Joe Wilssens
Staff Writer

U. S. auto manufacturers recorded a number of milestones last week. Among them was production of the year's two-millionth car on March 26, nearly four weeks ahead of 1983.

March production was estimated at 777,419 cars, leading the year-ago month's 574,535 by 35.32 percent. It was the best total for the month since 889,775 were assembled in 1979, and the best any-month total since 783,843 were completed in October, 1979.

March output helped lift this year's estimated first quarter production to 2,151,217 cars, 43.01 percent over last year's 1,504,278. The three-month total was the best output for any quarter since 2,485,124 cars were built during the second quarter of 1979, and was the best first-quarter production since 2,415,422 were completed in 1979.

Domestic auto manufacturers slated production of 179,239 units last week, 4.09 percent greater than the prior week's 172,195 and 77.21 percent better than 101,145 built in the year-ago week.

Year-to-date, 2,168,972 cars have been completed, an impressive 43.55 percent increase over 1,510,915 assembled during the same period last year.

Breakdown for last week by company was: General Motors, 56.40 percent; Ford Motor Co., 22.48 percent; Chrysler Corp., 15.46 percent; American Motors, 2.68 percent; Honda, 1.67 percent, and Volkswagen of America, 1.31 percent.

Chrysler produced its one-millionth 1984 vehicle March 27. This was nearly 2½ months earlier than last year, when the millionth vehicle was assembled June 15.

The auto producers last week scheduled 23 plants for daily or Saturday overtime.

At GM, 10 plants worked two Saturday (March 31) overtime shifts. They were: Arlington (Tex.), Detroit, Doraville (Ga.), Fairfax (Kans.), Flint (B, D and G Lines), Janesville (Wis.), Lansing, Linden (N. J.), Lordstown (O.) and Pontiac.

Ford scheduled daily overtime last week at all but one of its auto plants. They were: Atlanta, Chicago, Edison (N. J.), Kansas City, Lorain (O.), St. Louis, Wayne (Mich.) and Wixom (Mich.).

At Chrysler, Belvidere (Ill.), Newark (Del.) and St. Louis plants No. 1 and No. 2 worked two 9-hour daily shifts last week with Jefferson (Det.) working two 8½-hour daily shifts. Belvidere, Jefferson and both St. Louis facilities also worked two 8-hour Saturday shifts.

First-quarter production in Canada highest since '79

Canadian auto and truck manufacturers wrapped up production for the first quarter of 1984 with the best output for any quarter in five years.

Canadian auto makers slated first quarter production of 283,117 units, their best any-quarter total since 294,832 cars were built in the first three months of 1979. The total includes production for March of 101,827 units, the best March output since 112,128 in 1978.

Auto producers slated completion of 23,936 cars last week, down 83 units from the prior week's 24,019, but 45.49 percent better than 16,441 assembled in the year-ago week.

To date this year, the manufacturers have assembled 280,870 autos, 17.98 percent ahead of 238,062 completed during the same period in 1983.

Truck makers estimated production of 207,804 units during the first quarter of this year.

It was the best output for any quarter since 222,824 trucks were built during the first three months of 1979. The total includes estimated production of 71,358 trucks during March, the best total for the month since 78,196 in 1979.

Truck assembly last week was targeted at 17,083, down 4.86 percent from the previous week's 17,955, but more than double the 8,059 built in the year-ago week.

Year-to-date, 208,049 trucks have been assembled, an impressive 72.42 percent increase over 120,667 built during the same period last year.

Chrysler Corp. estimated completion of 1,973 Dodge Caravans, 1,827 Plymouth Voyagers and 760 Mini Ram Vans at its Windsor (Ont.) plant last week, bringing the year-to-date T-115 total to 54,798.

St. Louis dealers participate in charity telethon

ST. LOUIS. Automobile dealers assisted in the St. Louis Variety Club Telethon that raised more than $1 million for 100 children's agencies.

Johnny Londoff, a Chevrolet dealer and Time Magazine Quality Dealer Award winner, was chairman of the event, and George Capps, a VW distributor and president of Capital Coal & Coke Co., was honored as "Man of the Year."

In addition, as has been the custom over the years, many dealers volunteered and made donations to the telethon which starred Sammy Davis Jr., John Forsythe and Monte Hall.

Truck production for March is best in 5 years

U. S. truck producers estimate March output as the highest for any month since June, 1979, and the best for March since 1979.

Last month, the U. S. makers slated production of 279,939 trucks, up 32.83 percent from 210,744 completed last March. It is the best total for the month since 358,126 were built in 1979 and is the highest any-month total since 292,897 trucks were assembled in June, 1979.

Production during the first quarter of 1984 was estimated at 806,451 trucks, leading the year-ago period's 511,402 by 57.70 percent. It was the best first-quarter output since 1,003,218 were built in 1979 and is the best any-quarter total since 887,948 trucks were assembled during the second quarter of 1979.

Truck manufacturers slated production of 63,626 units last week, down 1.90 percent from the previous week's 64,855 but a substantial 75.60 percent increase over 36,234 built in the year-ago week.

So far this year, the industry has completed 792,133 trucks, 52.20 percent better than 520,472 built at this time in 1983.

Nine truck facilities worked extra hours last week.

At General Motors, Janesville (Wis.), Lordstown (O.), Pontiac No. 6 and St. Louis worked two shifts on Saturday (March 31).

Four Ford facilities worked additional daily hours last week. They were: Kansas City, Lorain (O.), Louisville and Wayne (Mich.).

Nissan's Smyrna (Tenn.) plant continued extra daily hours last week.

U. S. CAR PRODUCTION

	Week Ended March 31, 1984	Week Ended April 2, 1983	Week Ended March 24, 1984	March Est.	Jan. 1 to April 2, 1983	Jan. 1 to March 31, 1984
AMERICAN MOTORS	4,800	2,710	4,821	19,034	44,142	50,803
AMC Total	.....	.....	.....	.....	4,071	.....
Eagle	.....	.....	.....	.....	4,071	.....
Renault Total	4,800	2,710	4,821	19,034	40,071	50,803
Alliance	2,750	2,710	2,711	10,736	40,071	26,698
Encore	2,050	.....	2,110	8,298	.....	24,105
CHRYSLER CORP.	27,700	10,282	26,273	120,531	194,351	336,355
Plymouth Total	8,100	3,788	7,678	34,926	73,493	100,334
Horizon	3,600	1,181	3,025	14,971	23,575	41,664
Reliant	4,100	2,543	4,120	17,636	49,105	52,426
Caravelle†	200	64	162	816	813	2,242
Gran Fury	200	.....	371	1,503	.....	4,002
Chrysler Total	9,400	2,223	8,913	41,215	43,988	110,052
LeBaron	2,400	972	2,649	11,532	21,296	33,073
Laser	1,600	.....	1,420	6,981	.....	20,068
Chrysler E-Class	2,500	1,251	2,294	10,466	22,692	27,721
Fifth Avenue	2,900	.....	2,550	12,236	.....	29,190
Dodge Total	10,200	4,271	9,862	44,390	76,870	125,969
Omni	3,100	1,744	2,820	13,921	24,039	37,805
Aries	3,100	1,495	3,246	13,994	34,523	42,015
Daytona	1,200	.....	1,170	5,206	.....	16,514
Dodge 400	.....	480	.....	.....	7,474	.....
Dodge 600	1,900	552	1,703	7,701	10,534	21,630
Diplomat	900	.....	743	3,568	.....	8,005
FORD MOTOR	40,299	24,879	38,005	173,072	347,663	447,836
Ford Division	26,222	16,597	25,026	114,349	227,796	297,944
Escort	8,178	5,645	7,352	34,722	64,522	91,514
Fairmont	.....	.....	.....	.....	23,728	.....
Mustang	2,946	2,769	2,851	12,688	32,452	33,102
LTD	5,290	2,607	4,918	21,929	43,373	62,443
Thunderbird	3,506	4,020	3,493	16,334	41,871	44,466
Crown Victoria	1,753	1,439	1,729	8,092	20,846	21,697
EXP	639	117	552	2,702	1,004	8,454
Tempo	3,910	.....	4,131	17,882	.....	36,268
L-M Division	14,077	8,282	12,979	58,723	119,867	149,892
Mercury Total	9,910	6,625	9,348	41,706	92,793	106,531
Lynx	1,600	1,599	1,454	6,845	16,087	18,547
Capri	346	536	383	1,626	5,580	4,510
Zephyr	.....	.....	.....	.....	8,601	.....
Marquis	1,973	1,131	1,981	9,204	15,646	25,073
Cougar	2,875	1,383	2,835	11,555	17,496	24,614
Grand Marquis	1,885	1,348	1,898	7,845	29,068	23,469
LN7	.....	28	.....	.....	315	.....
Topaz	1,231	.....	797	4,631	.....	10,318
Lincoln Total	4,167	1,657	3,631	17,017	27,074	43,361
Continental	735	329	648	3,073	5,405	7,917
Lincoln	2,607	785	2,269	10,641	12,108	23,943
Mark VI/VII	825	543	714	3,303	9,561	11,501
GENERAL MOTORS	101,090	61,212	98,212	442,861	894,602	1,273,345
Buick Division	21,290	14,009	20,854	93,701	210,408	273,922
Skylark	2,164	2,471	1,860	9,347	23,947	25,917
Skyhawk	3,339	906	3,358	15,585	17,638	43,399
Century	4,079	2,808	5,007	20,460	40,186	59,008
Regal	4,770	3,654	4,073	20,128	61,379	59,199
Buick	4,864	3,530	4,288	20,518	57,966	66,984
Riviera	1,111	640	1,332	5,117	9,292	15,376
Electra (fwd)	963	.....	936	2,546	.....	4,039
Cadillac Division	8,037	5,323	7,579	32,825	87,994	89,802
Cimarron	392	455	380	1,660	6,852	5,534
Seville	860	548	1,026	3,948	9,245	10,636
Eldorado	1,535	1,245	1,844	7,076	20,030	19,464
Cadillac	4,215	3,075	3,543	17,299	51,867	50,042
DeVille (fwd)	1,035	.....	786	2,842	.....	4,126
Chevrolet Division	33,826	20,329	33,979	147,043	267,182	433,075
Chevette	4,839	3,968	4,492	20,886	53,670	57,280
Cavalier	8,999	4,348	8,712	37,539	50,217	107,737
Celebrity	5,680	1,702	6,462	26,716	17,115	78,069
Camaro	5,170	2,809	5,286	22,887	44,628	68,378
Citation	2,351	2,068	2,957	10,563	29,570	26,578
Malibu/El Camino	884	2,655	710	3,544	34,877	8,798
Monte Carlo	2,802	1,559	2,388	12,086	21,764	46,665
Chevrolet	2,326	486	2,149	9,649	11,501	30,259
Corvette	775	734	823	3,173	3,640	9,311
Oldsmobile Division	25,313	15,674	23,595	116,324	238,862	330,486
Omega	1,265	1,611	1,283	5,685	17,602	13,808
Firenza	1,431	862	1,485	6,528	10,317	18,824
Cutlass Supreme	9,079	4,308	8,630	37,588	70,877	101,628
Cutlass Ciera	6,711	2,825	6,087	27,764	40,919	70,605
Oldsmobile	4,870	5,373	4,546	32,205	88,665	110,284
Olds 98 (fwd)	1,023	.....	444	2,271	.....	3,607
Toronado	934	695	1,120	4,283	10,482	11,730
Pontiac Division	12,624	5,877	12,205	52,968	90,156	146,060
Acadian†	550	324	561	1,906	4,497	4,689
2000 Sunbird	3,649	1,693	2,849	14,478	21,504	39,068
1000	851	542	1,200	3,987	10,260	10,906
Firebird	2,210	1,601	2,242	9,710	22,217	28,893
Phoenix	390	323	435	1,679	7,566	4,385
Gr. Prix/Bonneville	1,754	1,394	1,854	7,834	24,112	20,107
Parisienne	520	.....	499	2,124	.....	6,156
Fiero	2,700	.....	2,565	11,250	.....	31,856
HONDA	3,000	536	2,520	11,555	6,155	30,318
VOLKSWAGEN	2,350	1,520	2,364	10,366	24,002	30,315
Total Cars, U. S.	179,239	101,145	172,195	777,419	1,510,915	2,168,972
Total Cars, Canada	23,936	16,441	24,019	101,827	238,062	280,870
N. American Cars	203,175	117,586	196,214	879,246	1,748,977	2,449,842
N. American Trucks	80,709	44,293	82,810	351,297	641,139	1,000,182
North American Cars and Trucks	283,884	161,879	279,024	1,230,543	2,390,116	3,450,024

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

CANADIAN CAR PRODUCTION

	Week Ended March 31, 1984	Week Ended April 2, 1983	Week Ended March 24, 1984	March Est.	Jan. 1 to April 2, 1983	Jan. 1 to March 31, 1984
AMERICAN MOTORS	600	.....	610	2,009	6,530	7,047
CHRYSLER CORP.	.....	3,264	.....	.....	55,471	.....
FORD MOTOR	9,600	3,616	9,704	40,233	43,750	102,090
GENERAL MOTORS	13,511	9,336	13,480	58,590	129,521	168,905
VOLVO	225	225	225	995	2,790	2,828
Total Cars, Canada	23,936	16,441	24,019	101,827	238,062	280,870

TRUCK PRODUCTION IN U. S.†

	Week Ended March 31, 1984	Week Ended April 2, 1983	Week Ended March 24, 1984	March Est.	Jan. 1 to April 2, 1983	Jan. 1 to March 31, 1984
CHEVROLET	20,237	12,992	19,856	86,529	179,980	253,414
DODGE	4,300	1,591	4,623	18,749	31,631	53,582
FORD	24,299	15,180	25,138	109,994	207,807	302,827
GMC	6,860	4,644	6,946	29,391	60,331	81,280
INTERNATIONAL	1,580	828	1,705	6,890	11,642	18,422
VOLKSWAGEN	.....	159	.....	.....	1,039	.....
JEEP	3,500	.....	3,673	15,491	14,602	44,759
NISSAN	1,800	.....	1,864	8,275	.....	24,409
AM GENERAL	50*	40*	50*	220	640*	640
MISCELLANEOUS	1,000*	800*	1000*	4,400	12,800*	12,800
Total Trucks, U. S.	63,626	36,234	64,855	279,939	520,472	792,133

CANADIAN TRUCK PRODUCTION

	Week Ended March 31, 1984	Week Ended April 2, 1983	Week Ended March 24, 1984	March Est.	Jan. 1 to April 2, 1983	Jan. 1 to March 31, 1984
CHRYSLER CORP.	7,212	1,859	8,093	28,858	33,981	84,368
FORD MOTOR	3,400	2,400	3,442	14,645	31,057	42,388
GENERAL MOTORS	6,326	3,615	6,274	27,221	54,083	79,488
INTERNATIONAL	145	185	146	634	1,546	1,805
Total Trucks, Canada	17,083	8,059	17,955	71,358	120,667	208,049
N. American Trucks	80,709	44,293	82,810	351,297	641,139	1,000,182

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

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Automotive News

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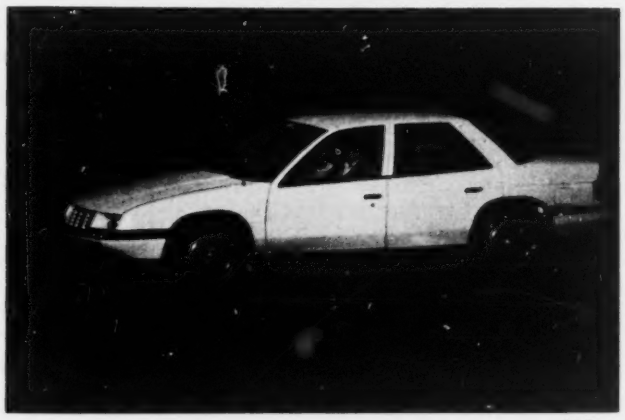
X-ception



Jim Dunne

And X-clusive for Chevrolet

The Citation II, scheduled for introduction in late 1986, is slightly smaller and lighter than today's model and will be more fuel efficient with a standard 2.0-liter engine. Chevrolet will be the only division to have the aerodynamically re-designed series for the 1987 model year. The body name is being changed from X to L.

Scarcity of clean pieces cripples used-car market

By Richard Johnson
Staff Writer

Given a steady supply of quality vehicles, used-car dealers in most sections of the U. S. expect to benefit this year from the same economic forces which have boosted the new-car market.

But retailers surveyed by AUTOMOTIVE NEWS report a scarcity of late-model automobiles in good condition, and many are concerned that shortages will prevent the used-car market from taking off in 1984.

Lackluster sales have been cited in some locales, with the blame often pinned on limited availability caused by manufacturing cutbacks and a dearth of trade-ins during the new-car slump. But some of the softness has been attributed to poor weather, regional economic problems and consumers opting for new cars instead of used.

Meanwhile, a few trends have become apparent in the early spring market. Well-appointed full-size and luxury models with few odometer miles showing remain popular among used-car buyers, and are the hardest to find.

Vans, wagons, sport models and most intermediates have also been strong, while some dealers report having trouble clearing compacts and subcompacts from their lots.

Despite the lapse in supply, both independent retailers and used-car managers at new-car dealerships are sounding generally optimistic about the remainder of the calendar year.

"Assuming there are no major problems, anyone who doesn't make money this year is in real trouble," said Chuck Nicholson, an independent dealer in Canton, O., who is past president of the National Independent Automobile Dealers Assn.

"I think you're going to see one of the best years we've seen in the used-car business in three or four years if the economy stays like this," added Ray Glover, of Stockton, Calif., a member of NIADA's executive committee.

• Both dealers expect strong new-car sales to rub off on the used-car business by placing more top-quality vehicles on the market.

"I'm the world's biggest fan of the new-car dealers," said Nicholson. "If people didn't buy new cars there wouldn't be any used ones available. When new-car sales are good, the following year or two are usually good for us. My best years in business were when they were selling 10 or 11 million new cars a year."

NADA has yet to release its report on retail used-car sales for 1983, although a spokesman predicted it will show an increase of about 10 percent over the previous year.

The Hertz Corp. used-car sales study is due later this year. Last August, Hertz reported that sales in 1982 fell 6 percent to 16,643,000 from 17,712,000 in 1981, and were off 10.8 percent from a record 18,644,000 sold in 1980.

A return to 1980 sales levels for the retail industry may depend on supply.

"Everything is scarce," said Nicholson. "The problem is that people have not bought new cars during the last two-three years and they haven't traded any in."

"Supply is short, there is no question about it," said Glover. "The auctions are down 30-35 percent out here. There is less for the dealers to bid on."

Reduced supplies are forcing some dealers to become more

Continued on Page 20, Col. 2

Cost-benefit analysis indicates big savings

Study supports move to ban lead

By Geoff Sundstrom
Washington Reporter

WASHINGTON. — As EPA works toward writing a rule that will reduce or eliminate the use of lead in gasoline, possibly by 1988, the agency will be armed with its recently completed cost-benefit analysis showing that a ban on lead could save the national economy more than $700 million in that year.

The cost-benefit study combined dollar gains in such areas as maintenance benefits, misfueling elimination, lower vehicle emissions leading to a reduction in national medical care costs and lowered environmental costs.

The combination of those dollar amounts shows a net gain for the benefits side of $786 million under the low-lead option and a $704 million balance in favor of a total lead ban.

(The reduced gain under a total lead ban results from the need to introduce a slightly higher octane gasoline for use of leaded-gasoline vehicles.)

The study has been praised by the White House Office of Management and Budget (OMB) as a "very fine example of an economic anaylsis of a regulatory issue."

• However, Ethyl Corp., which was established to market the use of tetraethyl lead in gasoline, is objecting to the analysis, claiming that EPA's cost information is insufficient to support the report's anti-lead conclusions.

Energy Secretary Donald Hodel has come down somewhere in the middle by coming out against a House bill that would ban leaded gasoline by 1987, but favoring an EPA rulemaking approach. Hodel has said a lead ban by 1987 would be "premature."

He told a House Environmental subcommittee that heavy trucks, agricultural equipment and older vehicles might be unfairly burdened by such legislation since many of those vehicles need lead if their engines are to operate properly. This may also hold true for certain marine engines.

EPA Administrator William Ruckelshaus has also suggested moving to a partial reduction in lead content of 0.1 gram per gallon, a miniscule amount that would still protect most engines requiring lead. Refiners are currently required to average 1.1 grams of lead per gallon.

• Whether the low-lead or no-lead option is pursued by EPA, the proposed rule should undergo OMB inspection in several weeks, according to EPA personnel.

Ruckelshaus is concerned that a growing number of vehicles that should use unleaded gas are being misfueled with leaded gasoline as their drivers seek a way to cut gasoline consumption costs.

Aside from ruining the vehicle's pollution control system and multiplying by several hundred times the amount of harmful emissions emanating from the cars, the use of leaded gasoline in an unleaded system will also wear down other engine components and increase vehicle maintenance costs, according to EPA.

Yet, even after widely publicized fines were levied by EPA against high-profile misfuelers such as police departments, EPA seems to have come to the conclusion that a recent EPA survey found 12 percent of catalytic converter-equipped vehicles are being misfueled and the misfueling problem is getting worse. There is a certain amount of fear at EPA that if the problem is unchecked, the agency's work to clean up car emissions will begin to slide backwards. This fear explains in part, the

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EPA to revise mileage label

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — Starting with '85 models, EPA will change fuel economy label requirements from just city figures to adjusted city and highway figures.

The city figure is to be adjusted 10 percent down and the highway figure 22 percent down to correspond more nearly to real-world conditions like driver habits, maintenance and road and climate conditions.

EPA is taking this step to raise its credibility and the usefulness of its data. None of the EPA amendments will affect the way CAFE is determined or the manufacturers' ability to comply with CAFE standards.

The factor to be used on the city cycle is 0.90, and the highway cycle factor is 0.78, to be applied to all manufacturers and all technologies.

The decision to use both city

Continued on Page 57, Col. 4

breaking news

Bieber to meet with Chrysler nominating committee

DETROIT.—UAW President Owen Bieber will meet individually with the three members of the nominating committee of the Chrysler board of directors to discuss his possible nomination to the company's board. It had been rumored that Bieber would be nominated at last week's board meeting, but that was never on the schedule, Chrysler said. Bieber's name also does not appear in the proxy statement due later this month. The UAW, however, is confident he will be seated on the board to replace former UAW President Douglas A. Fraser who retires at the Chrysler annual meeting, June 7. Robert J. Lanigan, president and chief executive, Owens-Illinois, Inc., Toledo, and Robert S. Miller Jr., Chrysler executive vice president, finance and administration, were elected to the Chrysler board at last week's meeting.

Nissan picks site of British plant

TOKYO.—Nissan has selected for its British auto assembly plant an 800-acre plot in Washington, in northeastern England. In Phase I of the project, Nissan will purchase 297 acres and hold an option on the remainder. Plant construction is to begin next year, with production of Stanza-sized cars beginning in mid-1986. Investment in Phase I is about $35 million.

The way they planet at GM

LONDON.—The Saturn project is "only a beginning" for General Motors, reports Roger B. Smith, chairman. "Soon there will be a Venus and a Jupiter," he told a conference organized here by the Open University.

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Is this the new Saab?

Insiders in Europe say this rendering of the new Saab, grille aside, is very close to reality. Jointly developed with Lancia, the new car may continue the "900" name. It features flush door frames extending into the roof, a longer wheelbase and more room inside. The four-cylinder engine will be installed transversely on the front axle. Announcement is slated for early 1985, with exports to the U. S. beginning immediately.

Chevrolet cuts price, discount of base S-10

By Joseph Bohn
Marketing Editor

Chevrolet cut the price and dealer discount on its base-model S-10 pickup and also is paying dealer cash incentives on the S-10 and dealer/salesperson incentives on the Citation.

Meanwhile, Dodge extended its Shelby Charger program and launched an extensive truck program of consumer rebates and dealer/salespeople cash incentives.

Effective April 2, Chevrolet cut the price of its base two-wheel-drive short-wheelbase S-10 to $5,990 from $6,398 to create a price leader of under $6,000 for promotional purposes.

It also cut the dealer discount on that model to 11 percent from 15 percent, making it more consistent with competitive models.

The division is giving special price reduction allowances on comparable short-wheelbase S-10s in stock at dealerships prior to April 2.

From April 2 to May 31, Chevrolet is also running a special dealer cash incentive on all new '83/'84 S-10 pickups.

The contest pays nothing for 0-49.9 percent of an S-10 sales objective; $200 per unit, retroactive to the first sold, for 50-99.9 percent of objective, and $500 per unit, non-retroactively, for 100 percent of objective and over.

On the '83/'84 Citation models, there is an April 2-June 30 dealer cash incentive. Dealers get $100 per unit retailed, beginning with the first. Those who hit 34 percent of their objective by April 30 get $125 for all units they retail. Fleet/lease sales are excluded.

Chevrolet also has a salesperson incentive on Citation during the same time period which pays $200 on all retail deliveries, excluding fleet and lease.

• Dodge extended its Shelby Charger program, offering dealer cash incentives of $200 to $500 on '84 models, to May 20 from March 31.

In addition, it has a three-phase consumer rebate dealer/salesperson cash incentive on selected Dodge trucks from April 1 to June 30.

During April 1-June 30, Dodge is giving $500 rebates on '83/'84 two and four-wheel-drive 250 and 350 pickup trucks. There is a sold-order protection on orders received by May 18.

During the same period, dealers have been assigned program objectives on '83/'84 Ramchargers and all domestic Ram pickups. Zero to 33.3 percent of their objective pays nothing; 33.4 percent to 66.6 percent pays $75 per unit, and 66.7 percent to 99.9 percent pays $150 per unit. Finally, 100 percent and over pays $300 per unit.

If a dealer hits an April 1 to May 20 fast-start objective, his payments double in each category to $150 (instead of $75), $300 (instead of $150) and $600 (instead of $300).

There is a four-unit, no-pay qualifier, so that if a dealer hits 33.4 percent of his objective on only four sales, he doesn't get paid until the fifth.

To get the cash, dealers have to agree to participate in the salesperson program which runs from April 11 to June 30. Salespeople get a flat $50 per sale of '83/'84 Ramcharger and domestic Ram pickup — with dealers paying $25 and the company $25.

92,000 attend show

ANAHEIM, Calif. — The Orange County International Auto Show was attended by nearly 92,000 people, according to the Orange County Dealers Assn.

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59th year — No. 5016

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Shorter worktime to be a key issue, White says

Canadian UAW sets out on its own

By Marjorie Sorge
Labor Editor

TORONTO.—The follow-the-leader type of auto industry labor negotiations in the U. S. and Canada is permanently over, according to Robert White, UAW vice president and director of the Canadian region.

White said this year the Canadian region will negotiate independently from the UAW in the U. S. and will seek shorter worktime as one of its key issues.

The contracts between the UAW and Ford and General Motors of Canada expire Sept. 14. In 1982 talks, the Canadians went their own way, refusing to open talks early as was done in the U. S., when so-called concession bargaining occurred.

The UAW in Canada did give up its paid personal holidays in that round of bargaining during a deep depression in the auto industry.

Now, according to White, the Big Two owe the workers nine paid days off a year, the equivalent of what was given up in PPH days in 1982. He said these days don't necessarily have to be returned as PPH days, but he warned that the corporations had better be ready to recommend an alternative.

Other key issues in this year's talks include:

1. A general wage increase more than the 3 percent annual improvement factor usually generated in contracts with the auto makers.

2. A continuation of cost-of-living adjustments (COLA), with the same all-Canadian formula—increases based on Canadian inflation rates.

3. Increases in pension benefits. According to White, some people are talking about $1,500 a month total benefits, an increase of about $600 and "there is nothing wrong with that."

4. A prepaid legal services program.

5. Decreased overtime, although White said it is very difficult to find a solution to that problem.

"It is a very difficult problem to handle in the auto industry where all of a sudden the consumer latches on to a product and the market seems to open up and zoom; they have to go full out," he said. "It is fine for us to sit back and say 'plan better,' and I think we have planned better than in the past but still nobody can anticipate massive consumer switches and preferences."

While some people have indicated that heavy corporate penalties for overtime or mandatory time off might help cut down the overtime hours, White said he doubts either of these ways would work.

6. The elimination of the 85 percent hiring-in rate negotiated in 1982. Under that provision, new hires received 85 percent of the regular wage, moving up to 95 percent in 18 months.

Up until 1982, the Canadian section of the UAW basically rubber-stamped the U. S. agreement with the Big Three with small accommodations for the Canadian situation.

But in 1982, the Canadians refused to go along with the international UAW on "concession" bargaining and negotiated solely on Canadian issues.

According to White, the UAW's refusal to make concessions didn't hurt Ford's or GM's profits. GM of Canada had record profits in 1983, $675.6 million, better than the combined profits for 1978, 1979 and 1980. Ford of Canada made $153 million, one of its best years.

Both the Canadian auto companies and some people in Solidarity House, UAW headquarters, had problems with the Canadian move to autonomy, but White said they all finally understood that the rubber-stamping days were over.

"This was one of the first times the corporations said OK, Canada is a separate country and we have got to build on that," White said. "We don't just build on it to be Canadian; we aren't trying to say we have to build on it because the Americans aren't doing it right. We just think we have a sense of where we want to go and nobody can tell us we can't go there because we live close to the United States."

• There are three things negotiated in the U. S. agreements in 1982 that the Canadians do not want to see in their pacts. One is the guaranteed income stream (GIS) which provided a portion of wages and benefits to high-seniority laid-off workers until they reach retirement age or find other employment.

The Canadians are also not interested in profit-sharing unless the companies "come to us at the end of the year and say we've got extra profits and we want to sit down with the union and carve up those profits," White said.

He said the UAW will never agree to tie wages to profit sharing as has been suggested by GM in the U. S.

"The workers want to know what their wages are on an ongoing basis, he said. "Profit sharing and bonuses are for the entrepreneurs.

"The workers are not treated

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Flax and McCosh expand staff of Automotive News

Arthur Flax and Dan McCosh have joined AUTOMOTIVE NEWS in a further expansion of the editorial staff.

Flax has been named assistant truck editor. McCosh has been appointed to the position of reporter, with special responsibility in the OEM area.

Flax comes to AUTOMOTIVE NEWS from Transport Topics, Washington, where he was a staff reporter. Prior to that, he produced an employe publication for the General Accounting Office and was a reporter-photographer for Truckers' News.

McCosh formerly was associate editor of Ward's Auto World. Earlier, he was managing editor of Ward's Automotive Reports and business editor of Observer-Eccentric Newspapers in Livonia, Mich. He is a 1983 Emmy Award winner for best writing, documentary category, for "Chrysler, then and now."

"We are pleased to welcome both of these experienced automotive reporters to our growing staff," said Keith E. Crain, publisher and editorial director of AUTOMOTIVE NEWS. "It is part of a continuing effort to make our coverage of this complex industry second to none."

Flax is a graduate of the University of Maryland; McCosh, of Michigan State University.

Arthur Flax

Dan McCosh

Co-sponsored, bipartisan effort would create new legislation

NADA offers new fleet-subsidy bill

By Geoff Sundstrom
Washington Reporter

WASHINGTON. — Co-sponsored, bi-partisan and rewritten, NADA's bill to abolish manufacturer subsidies for fleet purchases has been reintroduced in an effort to find a new tack through the House subcommittee stage.

Rather than amending the Robinson-Patman antitrust act, as the original bill would have done, the new fleet subsidy bill would create entirely new legislation.

This will remove the bill from the jurisdiction of the Judiciary Committee, where it had encountered some hostility, and leave it in the hands of the Energy and Commerce Committee.

But the co-introduction of H.R. 5305 by Reps. Wayne Dowdy, Mississippi Democrat, and Gene Taylor, Missouri Republican, got off to a rocky start last week with the abrupt cancellation of a Transportation Subcommittee hearing on the new bill.

• The latest legislative proposal on fleet subsidies differs from its predecessor, H.R. 1415, in allowing manufacture price breaks for government fleet purchases and for fleet buys by the American Red Cross.

Also, regional incentive programs by manufacturers will be allowed to stimulate slow sales areas.

Dowdy's signature on the bill is expected to aid the legislation since Dowdy sits on the important Energy and Commerce Committee through which the bill must pass.

While Rep. Taylor is a former auto dealer, his positions on the Rules and Post Office committees are not believed to give him the same leverage enjoyed by Dowdy.

The co-authors have collected an impressive 220 co-sponsors in the House.

The new bill, like the old, makes it unlawful for manufacturers to offer subsidies or incentives to rental companies, fleet buyers or leasing companies unless similar terms are made available to individual car buyers.

Zone offices receive live training broadcasts

Chrysler develops video network

By Gary Ruderman
Staff Correspondent

Chrysler Corp. is nearing completion of a $600,000 satellite transmission network for video teleconferencing.

Currently, 18 of 23 Chrysler zone offices around the U. S. receive live training broadcasts from headquarters in Highland Park, Mich. Chrysler is the only U. S. auto maker with a private video network.

"This means we can have discussions instead of reading reports) and then making a telephone call with questions," said Steven D. White, field operations manager at the Boston zone office.

The 10 - month - old Chrysler Satellite Network (CSN) is provided with interactive audio, giving the broadcast instant question and answer capability, via telephone lines.

Twice a month, White and his staff of 22 have coffee, take notes and watch the two-hour-long broadcast covering a range of subjects from sales training for auto dealers, technical training on new products, financial management of auto dealerships, corporate strategies, leasing programs and specialized data on high-performance vehicles.

One Chrysler dealer said the corporation plans to offer the satellite feed and teleconferencing packages to its 3,872 dealers within the next year.

Todd M. Putz, a partner in Four Flags Chrysler, Inc., Niles, Mich., viewed a Jan. 25 live broadcast featuring economist Alan Greenspan. Putz is looking forward to getting onto the broadcast network. Speaking of the January show, he said:

"It was more informative than having the individual speakers come out and speak. The broadcast brings out a lot of new ideas about where the company is going and how the company weathered the last three years.

"It will help in the future when we get telecommunications in our own dealership rather than driving to Detroit."

A Chrysler spokesman said the company is considering and examining a new telecommunications network between dealers and the factory using voice and video transmissions but said it would be premature to say the company is planning to offer the video teleconferencing option next year.

To save the overhead of maintaining its own satellite broadcast facility and production studio, the cost-conscious Chrysler network comes from studios at Detroit's public broadcasting station, Channel 56.

The program is broadcast live to the Westar 4 Satellite and picked up on a five meter (diameter) C-band receive-only dish outside the zone office.

Primary expenses are Channel 56's production costs and the Westar link, around $200 per hour. The five zone offices without the earth receiving station use nearby public broadcasting stations to view the shows.

In Boston, the shows are viewed on a 45-inch RCA TV. Broadcasts are made every week; fortnightly for the sales staff and twice a month for parts and service managers. The last 30 minutes of each show are dedicated to Q&A.

"We have all really enjoyed and used this tele-video conferencing in our office," said White in Boston.

"We're getting constantly updated on the corporate situation and talking aspects of business management when we work with the dealers. Questions are answered right away and issues are worked on during the sessions."

Robert Saltsman, director of the Chrysler Marketing Institute in Highland Park, said the hardware for each receiving station cost $15,000 and physical installation (construction of a concrete pad and necessary wiring) costs $16,000 to $20,000.

Domestics increase sales; imports dip from year ago

By Jenny L. King
Staff Writer

New-car sales for March and for the first quarter of 1984 showed their greatest strength in four years for the domestic auto makers, while imports were down from 1983 and skidded to their lowest market penetration since October of 1980.

The 25.96-percent domestic sales increase for the month was the third consecutive monthly improvement this calendar year and the 13th in a string which has become a bona-fide ladder out of a long recession.

Although several European imports posted record sales—some of them any-month records—the import restraints on the Japanese kept the volume down in March.

Domestic new-car sales got the spring selling season off to a proper start with a total of 56,164, up 25.96 percent from 600,303 in 1983 and best for March since 1979 when 864,271 retail deliveries were reported.

Import sales of 207,619 were down 5.83 percent from 220,479 last year. Their share of the market plunged to 21.54 percent from the year-ago March record of 26.86 percent.

Total sales in March reached 963,783, up 17.42 percent from 820,782 in 1983.

First-quarter domestic sales were up 36.91 percent, to 1,994,609 from 1,456,920. Imports barely squeezed by their 1983 first-quarter mark, up 0.30 percent, to 583,966 from 587,196.

Total industry sales were up 26.39 percent January through March, to 2,583,575 from 2,044,118.

• Every domestic auto maker except American Motors turned in improved sales reports in March. AMC was off 8.19 percent as its lineup no longer includes Spirit and Concord and is reduced to Renault Alliance/Encore and the AMC Eagle. AMC sales were at 16,788, down from 18,285 last year.

Ford Motor Co. enjoyed the

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Where auto market was in March

	Total Sales	Pct. of Total
SUBCOMPACT	140,227	14.55
COMPACT	173,931	18.05
INTERMEDIATE	268,243	27.83
STANDARD	102,862	10.67
LUXURY	70,901	7.36
IMPORT	207,619	21.54
TOTAL	963,783	100.00

Chevrolet sets intro timetable for Suzuki, Isuzu, JV cars

DETROIT. — Chevrolet has notified its dealers that three new small cars will be phased into the Chevy lineup beginning May 31.

Coming first to 516 Chevy dealerships in nine western states is the Sprint, a four-passenger, 50-plus MPG two-door hatchback built by Suzuki.

Another new subcompact—called the Spectrum and available as both a two-door hatchback and a four-door sedan—will be offered in late fall through Chevy dealers in 16 Eastern states. It will be built by Isuzu.

The third new Chevrolet is planned for production startup late this year in Fremont, Calif., pending FTC final approval of the proposed General Motors-Toyota joint venture. Offered initially as a four-door sedan, it will be built by New United Motor Mfg., Inc.

Initial distribution of the Sprint will be through Chevy dealers in Hawaii, Alaska, Arizona, California, Washington, Idaho, Nevada, Oregon and Utah because first-year availability is limited to 17,000 units.

States where the Spectrum will be first offered are Connecticut, Delaware, Florida, Georgia, Maine, Maryland (and the District of Columbia), Massachusetts, New Hampshire, New Jersey, New York, North and South Carolina, Pennsylvania, Rhode Island, Vermont and Virginia.

Total volume through March, 1985, will be about 30,000 units.

GM planner, Debbink, to head Inland Division

DETROIT. — John D. Debbink, the man who directed the corporate review that led to the reorganization of General Motors' North American automotive operations, has a new job.

He has been named general manager of GM's Inland Division in Dayton, which makes a wide variety of componentry and hardware for GM vehicles. At Inland, Debbink succeeds Leonard P. Roberts, who died March 19.

John D. Debbink

Debbink, who will be 60 on April 24, was with Chevrolet from 1949 to 1974, rising to general director of purchasing, production control and traffic.

He became director of corporate product planning in 1974 and general manager of Delco Moraine Division in 1976. He was given the corporate review assignment in September, 1982.

One and a million

Volvo has built its millionth station wagon, a 240 Series, but the Duett Van, introduced in 1953, was the Swedish maker's first wagon. Primarily a utility vehicle, the Duett Van was based on the PV 444 and remained in production until 1969. Today, about 30 percent of Volvo's output is station wagons.

News roundup

Indonesian plant construction begins

JAKARTA, Indonesia. — Construction has begun here on a plant that will manufacture motorcycle and automobile engines. A joint venture between Suzuki Motor Co., Ltd., of Japan, and P.T. Musyawarah Cinta Suara, of Indonesia, the plant will have an initial capacity to produce 150,000 motorcycle engines and 25,000 car engines per year, rising eventually to 250,000 motorcycle engines and 35,000 car engines.

Chrysler profit sharing — what might have been

DETROIT. — Chrysler's U. S. hourly workers would have received checks for $2,939 in profit-sharing money and a quarterly wage bonus in 1983 if they had not rejected that plan in favor of upfront wage increases last year. The agreement ratified last September eliminated the profit-sharing plan and gave the workers a 3-percent annual wage increase and a 32-cent cost-of-living-allowance (COLA) which provided $1,659 in increases.

MIC ad agency opens Detroit office

DETROIT.—Gordon & Shortt, Inc., is opening a full-service Detroit office near the Renaissance Center to service Motors Insurance Corp., a GMAC subsidiary, and other advertising accounts. A staff of 16 will be headed by Peter Muhlberg, senior vice president who formerly was with Young & Rubicam.

Mitsubishi plans steel plant in U. S.

WASHINGTON.—Nissan's light truck plant in Smyrna, Tenn., is expected to benefit from a Mitsubishi Corp. plan to set up a steel sheet processing and distribution company in Tennessee this year. The plant will process hot and cold rolled sheets in coil, galvanized steel sheets, and electrical steel sheets. Other Japanese steel firms are said to be contemplating a similar move into U. S.-based steel processing.

Zimmer acquires boat builder

POMPANO BEACH, Fla. — Zimmer Corp. has acquired the assets and business of Black Fin Yacht Corp. in an exchange of stock. Black Fin, now a wholly owned subsidiary of Zimmer, manufactures offshore sports fisherman boats from 25 to 40 feet in length. Zimmer produces motor homes, van conversions, luxury automobiles and manufactured housing.

Korean auto industry sets record

SEOUL, Korea.—Korean vehicle makers enjoyed a record year in 1983, according to Korea Trade & Business. Sales increased 37 percent and totaled 211,232, including 24,454 units that were exported. Sales by leading makers were: Hyundai, 106,750; Kia, 63,077; Daewoo, 34,978, and Dong-A, 3,870.

Isuzu pursues joint venture in China

TOKYO. — Isuzu has reached a basic agreement with Mainland China for knockdown assembly of light commercial vehicles, according to a report published here. Isuzu will soon enter into negotiations with China for a joint venture to produce such vehicles there. Isuzu is dealing with two factories of Nanjing Automotive Industry Corp.